

# HELP WANTED—MALE. TELEPHONE DIRECTORY OF HOME AND BUSINESS NEEDS.

## HELP WANTED—MALE.

MAN—A man wanted, experienced in metal stamping and embossing ready position for saleable man. 552 Park av., West New York, N. J.

MAN—Steady, factory, for heavy work; state references, salary expected. N 1444 Herald, Fulton st.

MAN—Experienced in the manufacture of carbon papers and ribbons. Give full particulars, including references, to be confidentially. E 1093 Herald, Fulton st.

MAN—Wanted, a bright, energetic American man, with character, able to develop sales; must understand French; excellent opportunity for right person. T 552 Herald, 260 Broadway.

MEN WANTED TO BECOME WIRELESS OPERATORS. Permanent position; good future; no strikes; salary \$125 to \$200 per month; no previous experience or knowledge of electricity necessary; confidential; apply at once, stating age and present employment.

INTERVIEWING WIRELESS INSTITUTE, Minneapolis, Minnesota.

DUPT. NO. 14.

MEN—A REAL SECURITY LINE. Only in a limited time, dispose of \$25,000 of the stock of a New York financial corporation in sound financial condition; fully attached to the company; only high price considered; others need not apply. Herald, Herald sq.

MAN—An established corporation with unlimited resources, extending its connections to a country in need of such men; you have business experience whose character, habits and conduct are of the highest; state references. E 1053 Herald, Fulton st.

MILLINERY SALESMAN.

REPUTABLE HAT MANUFACTURER REQUIRES EXPERIENCED SALESMAN FOR MIDDLE WESTERN TERRITORY; COMMISSION BASIS; STATE QUALIFICATIONS; MAN WITH STRONG FOLLOWING; STATE EXPERIENCE AND REFERENCES; COMPLETELY CONFIDENTIAL. WHITE BOX 114, 206 CABLE BUILDING.

SALESMEN—A large reputable concern, manufacturing silver and nickel plated ware, has an opening for 2 high grade salesmen with selling ability that spells success to cover middle West and Southern territory; commission basis; state qualifications and experience in detail. E 632 Herald, 260 Broadway.

SALESMEN—Jewish and Italian, between 25-35, as car lot floor salesmen; New York State; nominal salary, commission; experience in country in need of such men; must be successful, well recommended men need apply, by letter only. O 1223 Herald, Fulton st.

SALESMAN—Experienced, to sell chandeliers to builders; commission basis. R 631 Herald, 260 Broadway.

YOUNG man wanted, white, for housework; 2 in family; must be good cook and wash; must be able to do much more; 4 o'clock, Monday.

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SALES EXECUTIVE. EXPERIENCED IN SELLING DIRECT TO CONSUMER.

Well established, nationally known, financial security manufacturing, because of rapid sales expansion, seeks a man, age 30-35, experienced in selling or managing high grade sales force in office specialty, house to house, or similar field. Commission with drawing account. Man for this job has proved that he is worth the money. This is an exceptional opportunity for advancement in responsibility and income.

Please write complete history of your business experience. Send photograph if possible, which will be returned. Application held in confidence. Y 2023 Herald, 16th st.

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## HELP WANTED—MALE.

SALESMEN. You would like to earn \$100 next week, wouldn't you?

What's the difference between you and me? That sounds egotistical, doesn't it? It sounds as though I liked myself pretty well.

I do, but I take a awfully good care to conceal it as much as I can. In fact, I don't want any one to know it if I can help it. That's one of the first things I learned about salesmanship.

The successful salesman knows men inside—because he knows himself, inside, and we are all a good deal alike. All of us are fundamentally EGOTISTS. We believe in our own ideas and opinions. We see life from OUR point of view. That's perfectly natural.

Here's the point: A successful salesman—knowing that prospect is an egotist, the same as himself—treats his opinion with RESPECT because he knows that if he doesn't the interview may end in an argument, or at any rate no sale.

The salesman's job is to bring his prospect around to his point of view, make the prospect see what the salesman has to sell as he sees it, because if the prospect does see that way, he will want it.

Of course, you can't make any one believe in something you only half believe in. But you can make him believe in something you believe in completely and absolutely sell yourself, on your product and the company's back of the product.

That is a fundamental requirement before you even begin to think how to sell to some one else. It is no use trying to sell something you haven't sold something you haven't sold.

It isn't anything to learn all about a product and its use; how it is made and why it is better than some other product.

Real salesmanship begins after you know all that. Selling is making some one else believe in something as you believe in it.

You have more equipment than you may imagine for becoming a salesman. You—if you understand human nature. For that is the big thing.

Selling is one of the interesting and healthful professions to say one of the best paid in American industry.

You would like to earn \$100 next week, wouldn't you? And every week. You would like to earn \$100 a week and real high grade men earn a great deal more.

We offer an opportunity to you to learn the business, return training course in salesmanship. It is doubtless one of the most practical schools in the country. You earn while you learn.

The Business Builders has been called "The Laboratory of Salesmanship," because it teaches you the practice. You know what you know by actual results—sales.

This course costs you no money. We recruit men for training from all over the country. You must be really in earnest and want to force ahead.

After you have demonstrated your ability you will be sent to a sales or business executive position with one of our six client companies who will need during the coming year from 450 trained men for positions paying in salaries and bonuses \$2,500 a year and up.

118 men have been promoted during the past year—and half and we are constantly in need of new men to take the places of those who are being promoted practically every week.

You might have been one of these men. Will you be one of the men to go to a good job during the coming year? You may be if you start in to develop yourself NOW.

Robert M. Andre, Unit Sales Manager, 347 Madison av., New York.

SALESMEN. Why work a whole day for \$10 when with the same amount of effort you might make \$100 a week? O 1829 Herald, Herald sq.

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## HELP WANTED—MALE.

SALESMEN. The earnings of some of our men last week (2 holidays)—Lane, \$933.75; Rohrer, \$418.75; Eckel, \$435; Brown, \$318.75; Mills, \$391; Burns, \$350; Coudert, \$438.25; Tuthill, \$398.75; Sutphen, \$381.25; Mark, \$257.50.

80 MEN ON OUR SALES FORCE AVERAGED \$145 PER MAN LAST WEEK (2 HOLIDAYS). Up to Friday 12 o'clock noon of this week 85 MEN AVERAGED \$211.35 PER MAN.

Some of the individual earnings for the 45 days of this week: Eckel, \$933.75; Rohrer, \$418.75; Eckel, \$435; Brown, \$318.75; Mills, \$391; Burns, \$350; Coudert, \$438.25; Tuthill, \$398.75; Sutphen, \$381.25; Mark, \$257.50.

You are not in business for your health; you are in it for all you can honestly make out of it. You want something that will sell itself.

Compare the above figures with those of ANY similar selling organization in this city to-day of ANY size.

We reproduce below, word for word, one of our former advertisements—one of the few which some of our present Sales Force answered and have "cashed in" on.